

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 RSC-01 /038 R

66612

DRAFTED BY:COM/BEWT/EE/554:LLEWINS

APPROVED BY:EB/OCA/REP:MWDONOVAN

COM/BEWT/EE:RDSEVERANCE COM/BIC/OIM:EJKRAUSE

STATE/EUR/EE:RCHRISTENSEN EB/OCA/BR:RSCISSORS EB/EWT:SHAAS

COM/BEWT/OEWD:SRABRAHAMSON COM/BEWT/TPD:DMATHES

COM/BEWT/OD:LWBOWDEN

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R R 082027Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

INFO AMEMBASSY VIENNA

UNCLAS STATE 146522

E.O. 11652: N/A

TAGS: BEWP, PL

SUBJECT: TRADE PROMOTION SCHEDULES FY 1975 AND FY 1976

1. THE FOLLOWING IS A SCHEDULE OF TRADE PROMOTION AND OTHER EVENTS FOR FY 1975. OTHER EVENTS THAT WOULD INVOLVE THE ECONOMIC SECTION ARE INCLUDED SO THAT THE TOTAL RESOURCES AT THE POST MAY BE TAKEN INTO CONSIDERATION IN SCHEDULING ANY ADDITIONAL TRADE PROMOTION EVENTS.

DATE	EVENT
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SEPT. 9-10	JOINT U.S.-POLISH TRADE COMMISSION MEETING, FOURTH SESSION, WASHINGTON , D.C.
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SEPT. 23-29	POZNAN CONSUMER GOODS FAIR. INDUSTRIAL INFORMATION OFFICE; 3 INDUSTRY EXPERTS PACKAGING, FOOD PROCESSING, TEXTILE MACHINERY.
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SEPT. 29-OCT. 5	SURVEY OF ANTICIPATED POLISH
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HARVEST. MR. CHRISLER OF ECONOMIC

RESEARCH SERVICE, DEPARTMENT OF
AGRICULTURE

SEPT. 30-OCT. 4 TECHNICAL SALES SEMINAR, TELE-
COMMUNICATIONS. TENTATIVE

OCT. 7-11 PRODUCT PRESENTATION--INSTRUMEN-
TATION LABORATORY, BOSCAM. TENTATIVE

OCT. 14-19 PRODUCT PRESENTATION--COMPUGRAPHIC
CORPORATION. TENTATIVE

NOV. 2-6 PMMI (PACKAGING MACHINERY MFG.
INSTITUTE), IOGA RADE MISSION. TENTATIVE

NOV. 11-15 SINGLE SPONSOR SHOW & SEMINAR
BLANDFORD ELECTRONICS; ELECTRONIC
EQUIPMENT. TENTATIVE

NOV. 25-29 EXHIBIT--GOTELE ELEKTRONIK. TENTATIVE

MARCH SEMINAR-AGRICULTURAL CHEMICAL
MANUFACTURING AND USES

APRIL PHARMACEUTICAL PROCESS CONTROL,
SPECIALIZED MISSION

JUNE POZNAN INTERNATIONAL FAIR, GENERAL
INDUSTRIAL EQUIPMENT

2. THE FOLLOWING IS A PRELIMINARY SCHEDULE OF TRADE
PROMOTION EVENTS FOR FY 1976.

DATE	EVENT
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SEPTEMBER	POZNAN INTERNATIONAL FIAR, CONSUMER GOODS; BUSINESS DEVELOPMENT OFFICE
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OCTOBER	SEMINAR - PLASTIC PRODUCTION EQUIPMENT
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DECEMBER	SEMINAR - NONFERROUS METALS PROCESSING AND FABRICATION
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FEBRUARY	PORT AND HARBOR EQUIPMENT, SPECIALIZED MISSION
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MARCH	FOOD PROCESSING, SPECIALIZED MISSION
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JUNE POZNAN INTERNATIONAL FAIR, GENERAL
INDUSTRIAL EQUIPMENT

3. WE ANTICIPATE THAT THE TRADE PROMOTION EVENTS SCHEDULED ABOVE WILL BE SUBJECT TO CHANGE AND CAN THEREFORE ONLY BE CONSIDERED TENTATIVE, PARTICULARLY FOR THE SECOND HALF OF FY 1975 AND FY 1976.

4. PRIOR TO MAKING EACH EVENT FIRM, A POLL WILL BE TAKEN BY COMMERCE TO DETERMINE THE INTEREST OF U.S. INDUSTRY. THE POST WILL THEN BE ASKED FOR ITS POSITIVE RECOMMENDATION BEFORE THE EVENT IS SCHEDULED. OUR GENERAL POSITION IS THIS: NO USEFUL PURPOSE IS SERVED BY SCHEDULING COMMERCE-INITIATED TRADE PROMOTION EVENTS IN WHICH THE APPROPRIATE MINISTRIES OR BUYING ORGANIZATIONS ARE NOT INTERESTED. IT IS, THEREFORE, OF GREATEST IMPORTANCE TO OUR PROGRAM THAT THE POST ASCERTAIN SPECIFICALLY THAT THE INTEREST DOES OR DOES NOT EXIST AND WHETHER THE EVENT WOULD BE SANCTIONED, ENDORSED OR SPONSORED BY APPROPRIATE LOCAL ORGANIZATIONS. RESPONSE SHOULD GIVE NAME AND POSITION OF OFFICIAL CONTACTED AND ANY VIEWS ABOUT VIABILITY OF THEME, TIMING AND TYPE OF EVENT, SUGGESTED U.S. PARTICIPANTS, ETC.

5. WE PLAN TO DISCUSS THE TRADE PROMOTION PROGRAM AT THE NEXT JOINT COMMISSION MEETING, PROBABLY IN THE BUSINESS FACILITATION WORKING GROUP. THE PURPOSE WOULD BE TO OBTAIN CONCURRENCE OF THE GOP AT A HIGH LEVEL FOR EACH INDIVIDUAL EVENT.

6. THE POST IS REQUESTED TO ADVISE ANY ADDITIONAL MAJOR EVENTS OR NEGOTIATIONS WHICH IT ANTICIPATES WILL INVOLVE ITS RESOURCES SO THAT WE MAY HAVE A COMPREHENSIVE SCHEDULE FOR PLANNING PURPOSES. OTHER COMMENTS ARE WELCOME. SISCO
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE146522
Document Source: CORE
Document Unique ID: 00
Drafter: COM/BEWT/EE/554:LLEWINS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740181-0761
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740767/aaaacfsr.tel
Line Count: 154
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 25 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 JUN 2002 by thomasv0>; APPROVED <26 JUN 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE PROMOTION SCHEDULES FY 1975 AND FY 1976
TAGS: BEXP, PL
To: WARSAW
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005